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MALAYSIAN SECTOR PROFILES

CONDUCTED FOR

THE CANADIAN HIGH COMMISSION

KUALA LUMPUR

SECTOR: DEFENCE

Econsult Sdn Bhd

Econsult

THE DEFENCE SECTOR IN MALAYSIA

RESEARCH

CONDUCTED FOR

THE CANADIAN HIGH COMMISSION

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1.0 BACKGROUND ON THE MALAYSIAN ARMED FORCES

1.1 Number of Personnel

Active personnel in the Malaysian Armed Forces number about 115000. This is broken down as follows:

Army	90000
Navy	12000
Air Force	12000

Of the total, about 47000 are reserves and the remainder are full time regular personnel.

1.2 Budget

1989 Government expenditure on defence is estimated at 3 per cent of Gross Domestic Product or 9 per cent of the national budget. On these bases, 1989 defence expenditure was in the range of around US$780 - 800 million.

1.3 Role

In the period since independence in 1957, the armed forces have been concerned primarily with counter insurgency operations against the Communist Party of Malaya (CPM).

However with the threat declining over recent years and the December 1989 signing of the formal agreement with the CPM to abandon its armed struggle, the emphasis is now switching to the defence of the nation from external aggression and the protection of the country's economic assets.

Currently the country has no perceived external threat although Malaysia does have claims in the disputed Spratly Islands in the South China Sea. China, Vietnam and the Philippines also have claims.

Also located in the South China Sea, and lying between Peninsular and East Malaysia, are virtually all of both Malaysia's current oil and gas production and of its proven reserves. These resources lie offshore within the country's Exclusive Economic Zone (EEZ).

It is expected that the need to protect these resources will result in a greater role for the Navy and the Air Force for surveillance, early warning and extended defence. Possible US withdrawal from the Philippines could make this need more immediate.

The present shape of the Army has been largely determined by the necessary preoccupation with counter insurgency operations and the Army is now looking to prepare itself for conventional warfare. This will result in greater emphasis on mobility, fire power and improved communication systems.

1.4 Current Equipment

Major equipment currently in service with the armed forces includes the following:

NAVY

FRIGATES

(1) Kasturi (FS-1500) with 2 x 2 ASW mortar, deck for Wasp helicopter; plus 2 x 2 MM-38 Exocet SSM. 1 x 100mm gun.
(2) Hang Tuah (UK Mermaid) with 1 x 3 Limbo ASW mortar, helicopter deck for Wasp; plus 1 x 2 102mm gun.
(3) Rahmat with 1 x 3 ASW mortar. 1 x 115mm gun.

PATROL AND COASTAL COMBATANTS

(1) MISSILE CRAFT

(a) Handalan (Sw Spica) with 4 x MM-38 Exocet SSM
(b) Perdana (Fr Combattante-11) with 2 x MM-38 Exocet SSM

(2) PATROL

(a) Offshore: Musytari with 1 x 100mm gun, helicopter deck.
(b) Inshore:
(1) Jerong PFI, Kedah, Sabah, Kris PCI.

MINE WARFARE

(a) Mahamiru (mod. It Lerici) MCO
(b) diving tender (inshore)

AIRFORCE

a. Fighter/Ground Attack

F-5E Tiger Fighter/Bombers
A-4 Skyhawk Fighter/Ground Attack
RF-5E (Reconnaissance)

b. Transport Support

C-130 Hercules Transports
C-130 Maritime Reconnaissance
C-7A Caribou
SU-16B "Albatross" (Amphibians)
Cessna 402B - Light Transport
F-28 Fokker Fellowship (VIP duties)
HS-125 Merpati (VIP duties)
Falcon (VIP duties)

c. Helicopters

Alouette III - can be fitted as gunships
Sikorsky S-61 (Nuri) transport helicopters
Super Puma (VIP duties)

d. Trainers

F-5F Jet Fighter Trainers
MB-339 Jet Trainers (also have limited Close Air Support role)
Cessna 402B - Advanced Fixed Wing Trainers
Bell 57G - Basic Helicopter Trainers
Alouette III - Advanced Helicopter Trainers
Pilatus PC-7
TA-4F Fighter Trainers

ARMY

Mortars:	2-in
	3-in
	81-mm Hotchkiss Brandt
	60-mm Brandt "Commando"
	4.2-in
Rocket Launcher (RL) & Recoiless Launcher Rifles (RCLR):	84-mm Karl Gustav SRAAW (H)
	3.5-in RL
	120-mm rkt
Antiaircraft Weapons & Artillery:	57-mm gun
	105-mm pack howitzer
	105-mm howitzer M-102A1
	40-mm Bofors L-60 AA guns
Armour:	Scout car
	Armoured car
	Armoured car, V-150, 90-mm gun
	Armoured car, V-100
	Armoured car, Panhard
	Armoured car, SIBMAS, 90-mm Cockerell gun
	SIBMAS, Armoured Reconnaissance Vehicle
	Armoured car, Alvise (Stormer)
	Armoured car, Condor
	Light tank, Scorpion

Motor Transport	1/4-ton truck, Land Rover (4x4)
	1-ton truck (4x4)
	Trailer-all types
	35-ton truck
	35-ton truck-semitrailer
	Truck, misc
	1 1/2 ton truck (4x4)
	1 1/2 ton truck (6x6)

2.0 FUTURE PLANS

2.1 Government Policy

The Government recognizes the need to modernize the armed forces, particularly in view of the fact that budget restrictions in the 1980's meant that defence expenditure was held in tight check.

However, while acknowledging that defence purchases now need to be made, the Government still sees defence expenditure in terms of a "guns and butter" trade-off and the main emphasis remains on non-military expenditure to promote economic and social development. Real growth in gross domestic product is currently in excess of 8 per cent per annum. Growth in this order of magnitude is expected to continue.

The defence purchases to be made will emphasize modernization rather than expansion. The systems sought are not sophisticated high technology, but rather the basic weaponry needed by a modern defence force.

To pay for these acquisitions, the government will seek to make savings by cutting the size of the standing army and relying more on reserve forces. The plan is to change the ratio from one reservist for every three active duty soldiers to three reservists for every active regular.

This could involve an expansion from the current level of reserves (47,000) up to about 300,000 men. Defence analysts indicate that this will be a cheaper option but that the savings will not be significant.

2.2 Memorandum of Understanding with Great Britain

In September 1988, Malaysia signed a Defence Memorandum of Understanding (MOU) with Great Britain. Under the MOU the Malaysian Government agreed to buy 1 billion pounds (approximately C$1.9b) worth of British defence equipment and services spread over the next ten years. The purchases involve countertrade arrangements whereby 70-80 per cent of the value will be offset by Malaysian exports, including oil and commodities.

Under the MOU the exact goods and services involved and prices will be subject to negotiation.

Various public announcements since the signing indicate that the Malaysian authorities have made some adjustments to their original plans and the current planned list of acquisitions is believed to include the following:

- 8 Panavia Tornados and associated equipment
- up to 4 Corvettes with defence missile systems
- 48 Javelin surface to air missile launchers
- 20 x 105 mm light guns
- 30 x 155 mm FH howitzers
- additional anti submarine helicopters

Agreements already signed under the MOU include:

- the construction of a combat training centre at Gemas in the state of Negri Sembilan. The centre will conduct training for armoured, artillery and infantry units. Simulation equipment will be part of the package. The contract, worth M$500 million (about C$210 million), was signed in December 1989. Trafalgar House and Taylor Woodrow were the successful bidders.

- the purchase of two long range air defence radars manufactured by GEC-Marconi. Apart from the Martello 3D radars, the government also agreed to buy 2 Mardis air defence support systems and to upgrade existing S 600 Marconi air defence radars. The contract was signed in October 1989 and the cost is again believed to be about C$210 million.

- the purchase of a Communication Command Control Intelligence system from British Aerospace. The contract was signed in late 1989.

2.3 Other Purchases

While the purchases under the MOU will significantly boost Malaysia's military capabilities, analysts say that additional acquisitions will need to be made if these sophisticated weapon systems are to prove effective. Whether additional purchases will also be British is unknown but certainly there will be a need for new equipment to be compatible with that purchased under the MOU.

Sources within the Ministry of Defence (Mindef) indicate that substantial additional purchases are planned and have been put forward to the government for approval and inclusion in the Sixth Malaysia Plan 1991 - 1995. While details are confidential, press and journal articles over the past year indicate that the following projects are under active consideration:

- purchase of new armoured personnel carriers.
- update of existing frigates.
- replacement of the Skyhawk A4's.
- upgraded avionics for the F-5E's.
- re establishment of a former Air Force airfield in Kelantan.
- construction of a new naval base in Sabah.
- refurbishment of warships to carry helicopters.
- purchase of additional helicopters.
- construction of a new Armed Forces Staff College.

3.0 LOCAL CAPABILITIES

3.1 Local Production

The range of local capabilities in the manufacturing of defence and defence related products is fairly limited and includes the following: combat rations; field kitchens and related products; tyres; some aerospace components; uniform/cloth/webbing materials; boots; batteries; vehicles; and selected electronic/telecommunication equipment. The quality of these are variable according to industry observers.

Some ammunition is also produced but the limited size of the Malaysian market generally means that it is not economically viable to produce weapons locally unless there is also an export market. While the government will encourage local production through joint ventures with foreign firms, it sees production as limited to in-country need and is not looking towards weapons export at this stage.

In July 1989, the government-owned firearms manufacturer, Malaysian Explosives Sdn Bhd signed an agreement with Steyr-Daimler Puch AG of Austria to jointly manufacture 100000 Steyr rifles over ten years for the Malaysian Army. Malaysian Explosives will make between 50 and 60 per cent of the components with the major parts to be made by Steyr-Dainler Puch and imported.

3.2 Aircraft Maintenance

Airod Sdn Bhd is a joint venture company established in 1985 between Aerospace Industries Malaysia (AIM) and Lockheed Aircraft Services International (LASI). AIM's shareholders are the Ministry of Defence, Malaysia Airlines and United Motor Works.

The company has depot level capabilities and services and maintains fixed and rotary wing aircraft for the Malaysian Air Force and Navy. It also maintains aircraft for the defence forces of other countries and for commercial operators.

3.3 Reconditioning

In late 1989, the army announced that it was studying the possibility of reconditioning its armoured vehicles which have been in service over ten years. The work is to be done in conjunction with a local company.

3.4 Ship Repair

The Royal Malaysian Navy Dockyard spans about 26 hectares at Lumut, 260 kilometres worth of Kuala Lumpur. Construction was completed in 1984 at a cost of about C$275 million.

The Dockyard is suitable for civilian as well as military shipping and there have been comments that it has been underutilized under Navy direction as it has restricted its activities almost entirely to repair and maintenance of Navy ships, weapons and electronics.

In line with privatization initiatives elsewhere in the economy, the government has announced its intention to corporatize the dockyard. Under this proposal it is intended to establish a government owned company to take over the operations from the Navy. The company is due to be set up by July 1st 1990. Private equity may be invited into the company at a later date.

4.0 PROCUREMENT

4.1 Procurement System

The Procurement System is set out in the brochure which appears as Appendix B to this Sector Profile.

The beginning of the process is with the user Department - the Department of Army, the Department of Navy, or the Department of the Air Force. It is in these Departments that the decisions are made about the equipment and services that are required and it is there that potential suppliers should focus their initial efforts.

4.1.1 Lead Times

Lead times tend to be long as defence capital equipment purchases are included under the government's Development Budget which is outlined in the various Five Year Plans. While amendments can be made to the Development Budget from year to year, the overall framework is fixed. Preparation of the Sixth Malaysia Plan, 1991 - 1995, is at an advanced stage and major defence purchases which are not included will need to wait until 1995 before they can be considered again.

4.2 Agents

It is a Ministry of Finance requirement that defence purchases be made via Malaysian agents. There is no approved list of agents and any company which is registered with the Registrar of Companies in Malaysia can seek to become a defence procurement agent.

Some companies known to be active in the field are listed in Appendix B.

4.3 Countertrade

There is usually a requirement that defence purchases be offset by a countertrade agreement. These requirements can be handled by specialist companies in Malaysia who will take over the countertrade obligations of foreign suppliers for a commission. The commission is generally in the range of 3 - 4 per cent and can be allowed for in the calculation of the purchase price.

5.0 PRODUCT PROMOTION AND SUPPORT

For major purchases, senior service personnel like to visit the manufacturer's production plant to satisfy themselves that the product is up to specification and that the company concerned can provide post purchase support if necessary. Such visits are, of course, important marketing opportunities.

The services also like to see the product in actual operation and it is a substantial advantage if the relevant home country service has the product in service and will allow Malaysian personnel to see it in action. It is a further advantage if agreement can be reached for Malaysian personnel to train on the equipment with the home country service. As an example of this, there are Malaysian personnel currently training on German radar equipment on German Navy ships.

6.0 CANADIAN INVOLVEMENT IN THE DEFENCE SERVICES ASIA EXHIBITION, KUALA LUMPUR, MARCH 1990.

The following ten Canadian firms had representatives at the DSA Exhibition: Irvin Industries Canada; SNC Defence; MEL Defence; Invar Manufacturing; EJE Trans Lite; Bendix Avelex; Mac Donald Dettwiler and Associates; Bristol Aerospace; Sparton of Canada; and Allied-Signal Aerospace.

In all more than 400 companies from over 20 countries where in attendance. Predictably, in view of the MOU, the largest contigent was the British one which had over 60 companies represented.

7.0 MALAYSIAN KNOWLEDGE OF CANADIAN DEFENCE INDUSTRY CAPABILITIES

There is very little awareness of Canadian defence capabilities at Mindef. Indeed, a senior Navy officer advised that he was surprised by the range and quality of Canadian defence products that he saw during a recently sponsored visit to Canada. He felt that Canadian firms had suitable equipment for the Navy but that marketing was not aggressive enough.

Similarly, a senior contact within the Supply Division at Mindef said that he felt sure that Canada could supply many items for the Defence Forces but that, to date, Canadian suppliers have not been very visible in the market place.

APPENDIX A

Procurement System of the Ministry of Defence Malaysia

PROCUREMENT SYSTEM OF THE MINISTRY OF DEFENCE MALAYSIA

INTRODUCTION

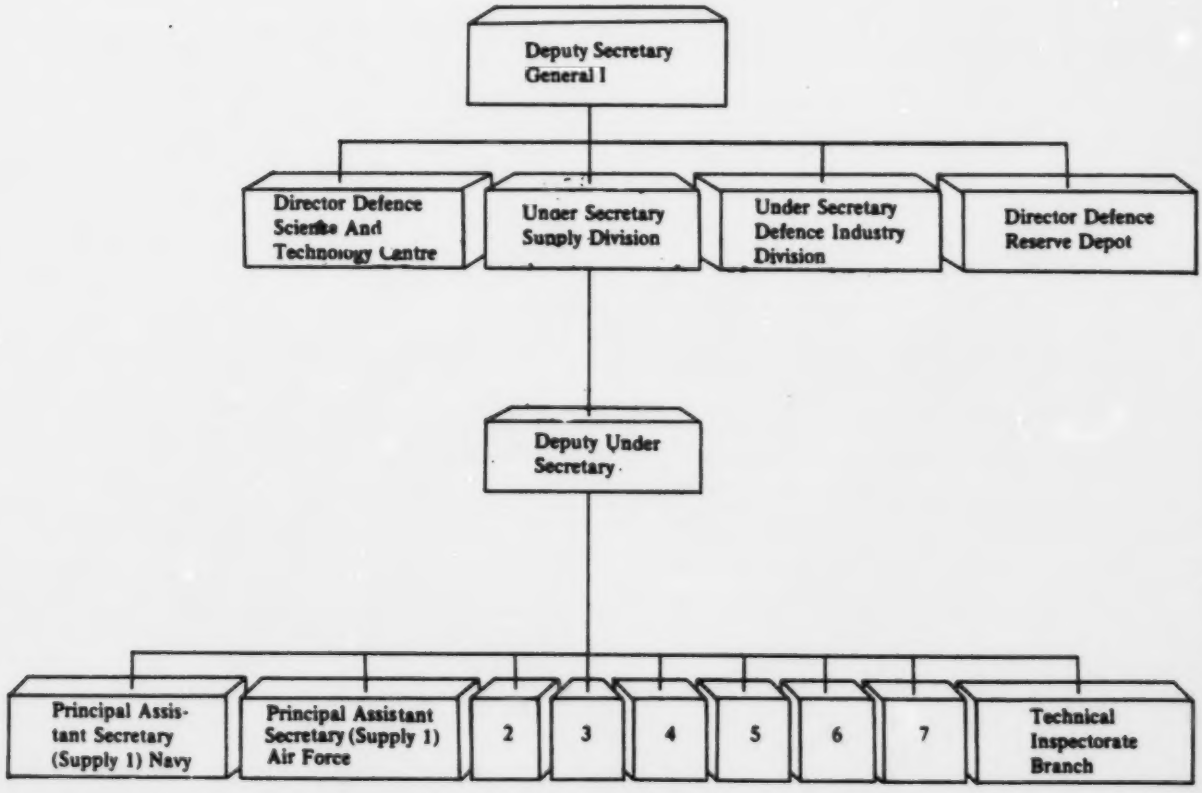
The procurement of defence stores, including capital equipment, is jointly undertaken by the Ministry of Defence and the Ministry of Finance.

The decision to request for purchase rests with the Secretary General of the Ministry of Defence. By the delegation of powers through the Deputy Secretary General I, the Supply Division, working closely with the Armed Forces, is tasked to administer the procurement machinery.

General guidelines and specifications are prepared for the items to be purchased. References are made to instructions and procedures issued by the relevant authorities. Adhering to national policies and guidelines, the following are highlighted:

1. The most advantageous purchase, taking into account the price, quality, service, usage and any other relevant factors.
2. Preference would be given to locally manufactured products.
3. The New Economic Policy.
4. Transfer of technology.
5. Countertrade.

Diagramatically, the structure of the Supply Division is as illustrated below:



The Supply Division together with other Divisions in the Ministry such as Logistic Services Division of the Army, Navy and Air Force, would liaise with the Defence Science and Technology Centre for technology transfer requirements as well as the Defence Production Division for possible in country production.

FUNCTION

The Supply Division is divided into nine sections and each is interdependent in catering to the needs of the Armed Forces. Its main activities in the procurement process are:-

- Market Research.
- Source Enquiry.
- Evaluation.,
- Tender Process.
- Contract Process.
- Inspection.
- Post Contract Evaluation.

PROCUREMENT CONCEPT

The Supply Division plays the role of procurement in that it makes the necessary arrangements for the delivery of goods to meet the requirements of the users (the Armed Forces). It acts as a 'middleman/facilitator' in the purchasing process being in between the Backward Linkages and the Forward Linkages of the process.

1. Backward Linkages.

   a. The user after having confirmed their requirement would then bid for financial allocation to the Finance Division of the Ministry for inclusion in the following year's annual budget.

   b. Finance Division would scrutinize the request and only after being satisfied with the requirement forward it to the Ministry of Finance (Treasury, Malaysia).

   c. After the screening exercise by the Ministry of Finance, the Budget would be tabled at Parliament for approval.

   d. Upon approval, the user would forward its requirement to the Supply Division for procurement action.

2. Forward Linkages.

   a. After having initiated the contract, the user department is then authorised to raise orders or receive deliveries.

   b. The contractor/supplier, upon receipt of order, would commence delivery action.

   c. The Technical Inspectorate Branch/Department concerned would carry out technical inspection of the delivery in accordance to specifications.

   d. Delivery that meets the technical requirements would be delivered to the stores.

   e. Contractor would then forward bills to Finance Division for payment.

METHODS OF PROCUREMENT

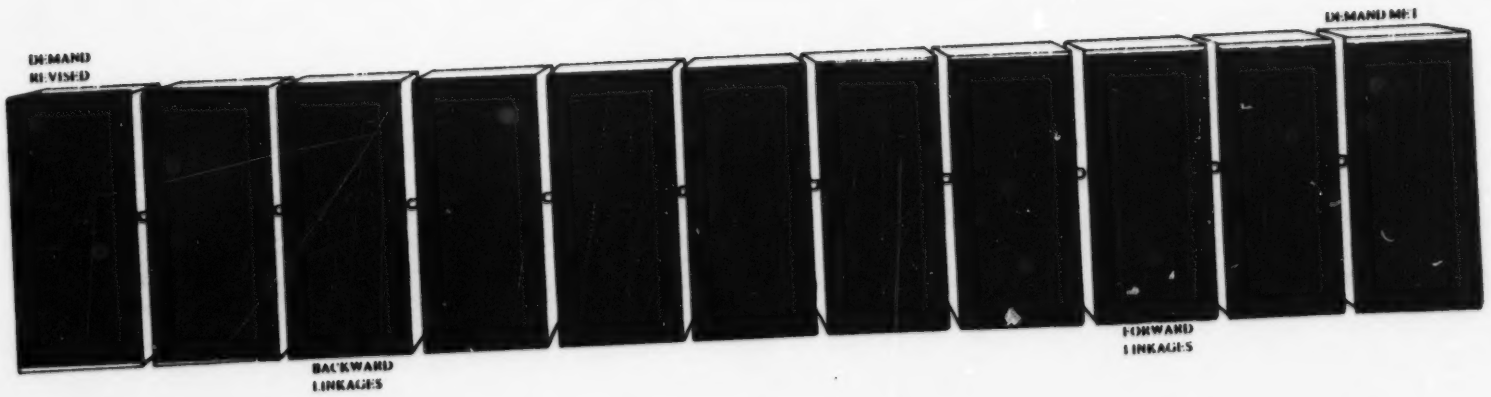
The methods currently practised are:—

1. Casual Purchase — for any item or class of related items whose annual aggregate expenditure does not exceed 10,000 ringgit. Orders are normally sent to a few selected reliable suppliers. Power to purchase is delegated to users.

2. Quotation — for any item or class of related items whose annual aggregate expenditure exceeds 10,000 ringgit but not 50,000 ringgit. A minimum of five suppliers are invited to quote.

3. Tender — for any item or class of related items which exceed 50,000 ringgit. Requirements are advertised in local newspapers and in the case of International Tenders also through Foreign Embassies and High Commissions.

PROCUREMENT CONCEPT



4. Restricted Tender — this method is only practised for items which have only a few or limited number of manufacturers/suppliers and after obtaining approval from the Ministry of Finance. This tender will be restricted to only these known manufacturers/suppliers.

5. Direct Negotiation — this method is only practised for items which have a sole manufacturer/supplier and after obtaining approval from the Ministry of Finance. The sole manufacturer/supplier will be invited for direct negotiations.

QUOTATION PROCESS

The process is as follows:

1. Supply Division would invite at least five suppliers registered with the Ministry of Finance to participate. Those invited would have to send their bids within the period stipulated to that Division and their samples/brochures to the Technical Inspectorate Branch at Batu Cantonment.

2. The samples/brochures offered are then evaluated by the appropriate authority.

3. The evaluation report with the quotation brief is then tabled before the Quotation Board for consideration.

4. The successful supplier is notified and invited for contract negotiation.

5. The contract is then signed.

TENDER PROCESS

The process is as follows:

1. Supply Division would advertise in the local newspapers and in the case of International Tenders also through Foreign Embassies/High Commissions inviting suppliers to submit bids and samples within the minimum period of 21 days for local tenders and 56 days for international tenders. Generally all contract pre-requisities with regard to price, specifications, deliveries, training requirements, countertrade, transfer of technology, and the general terms and conditions of government contracts are included in the tender forms.

2. All tender documents are to be submitted to Supply Division and samples/brochures to the Technical Inspectorate Branch at Batu Cantonment.

3. The tender documents are opened by a Tender Schedulling Committee.

4. The samples/brochures offered are then evaluated by the appropriate authority.

5. The evaluation report and tender brief are then tabled before the Tender Board for consideration.

6. There are two Tender Boards as follows:—

a. Tender Board A — 500,000 ringgit to 5,000,000 ringgit.

b. Tender Board B — 50,000 ringgit to 500,000 ringgit.

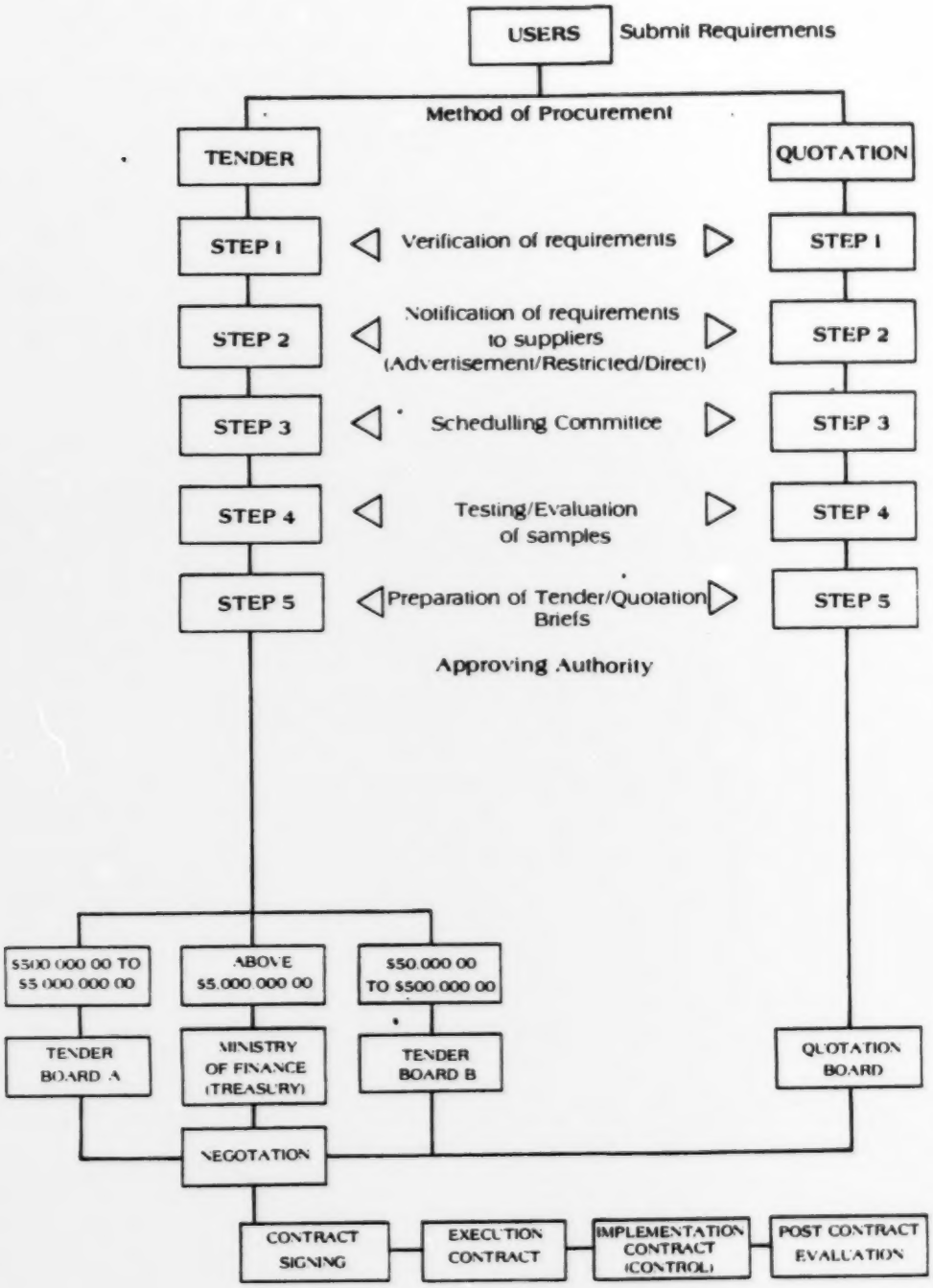
7. The successful tenderer would then be invited to negotiate the terms of contract.

8. The contract is then signed.

Conclusion

The procurement procedure is well laid out to ensure that the Ministry implements Government policies and at the same time it strives to get best value for money for all its purchases.

PROCUREMENT PROCESS
MINISTRY OF DEFENCE



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APPENDIX B

DEFENCE AGENTS IN MALAYSIA

	Agent	Activity Description
1.	AB Bofors Ordinance G22 Kompleks Antarabangsa Jalan Sultan Ismail 50250 Kuala Lumpur Contact: Mr L.K.U. Larsson Regional Sales Rep. Malaysia Tel: 03 2427597, 2486071 Telex: MA 31242	Manufacturers and Exporters, Armament and Military Equipment
2.	Apera Sdn Bhd Penthouse Menara Apera ULG Jalan Raja Chulan 50200 Kuala Lumpur Contact: En. Hj. Amir Hamzah b. Hj. Harun General Manager Tel: 03 2613511/3620 Telex: MA 30059	Products Military Equipment
3.	AVK Malaysia Sdn Bhd Ground Floor 35 Jalan SS 15/4 Subang Jaya 47500 Selangor Contact: Mr Spencer Tan Managing Director Tel: 03 7338450/61 Telex: MA 36572	Representation Krupp Attas Electronik GMBH Telemit Electronic GMBH C. Plath GMBH Products Defence systems, advanced electronics. Navigation and hydrographic systems. Military communications systems. Direction Finders.
4.	Armour and Engineering Corp. 142A Jalan Sungei Besi 57100 Kuala Lumpur Contact: Mr C K Yap General Manager Tel: 03 2487077 Telex: MA 30633	Products Aircraft and military equipment

5. Bahagia Teknik Sdn Bhd
1st Floor, Room 115
Kompleks Antarabangsa
Jalan Sultan Ismail
50250 Kuala Lumpur

Contact: En. Othman Hj. Isa
Managing Director
Tel: 03 2482244/2424
Telex: MA 30787

Products

Defence Equipment

6. Federal Arms Agency & Co
12, Jalan Klyne
50100 Kuala Lumpur

Tel: 03 2380184
Tgr: fedarm

Products

Arms, ammunition and explosives

7. Jaya Raya Bhd
7th Floor, Wisma Budiman
Persiaran Raja Chulan
50200 Kuala Lumpur

Tel: 03 2380293/0024/0372
Telex: M 31201

Products

Defence Equipment

8. Melewar Corp. Bhd
1st Floor, The Annex
Plaza MBF
Jalan Ampang
50450 Kuala Lumpur

Contact: YM Tuanku Iskandar
Group Managing Director
Tel: 03 2614177/8444
Fax: 03 2613630
Telex: MA 30331

Products

Arms and Defence Systems

9. Mohd Yassin Yahya Sdn Bhd
Wisma Mirama
104, Jalan Choo Cheng Kay
50460 Kuala Lumpur

Contact: Major Mohd Yassin Yahya
Chief Executive
Tel: 03 2422014
Tgr: akrilico

Representation

Airborne Industries
Lab Sciences
Jobin Yvon
Normschliff
Adamel Lhomargy
Consort
Berthold Horstmann
Hermann Moritz

Products

Armaments and defence systems

10. Oriental Union Arms (M) Sdn Bhd
34, Jalan Padang Walter Grenier
55100 Kuala Lumpur

Tel: 03 2482761

Products

Arms and ammunition

11. Osmania Logistics Sdn Bhd
Suite 405, Kompleks Antarabangsa
Jalan Sultan Ismail
50250 Kuala Lumpur

Contact: En. Kamarul Bahrin
General Manager
Tel: 03 2489355/9487
Telex: MA 30186

Representation

De Havilland Aircraft
Canada
Rockwell Collins
Australia

Activity Description

Trading house, manufacturers' representative, investment partnership and aviation specialist

12. Plessey Malaysia Sdn Bhd
16.02 Pernas International Bldg.
Jalan Sultan Ismail
50250 Kuala Lumpur

Contact: Mr S.N Wright
Managing Director
Tel: 03 2611477
Fax: 03 2613385
Telex: MA 30918

Products

Defence equipment and systems.
Air traffic control systems.
Communication systems

13. Seri Aero Jaya Sdn Bhd
1st Floor,
24A, Jalan Tun Mohd Fuad
Taman Tun Dr. Ismail
60000 Kuala Lumpur

Tel: 03 7182208, 6277
Fax: 03 7172363
Telex: MA 37397

Products

Air Force and Army equipment

14. Seri Mechan Products Sdn Bhd
11, Jalan SS 15/5A
Subang Jaya
47500 Selangor

Contact: Dr. Khalid Arshad
Chairman
Tel: 03 7336570/7232/6216
Telex: MA 36246

Description of Activities

Tenderers for contracts for the Armed Forces

15. Tadco Sdn Bhd
Suite 801, Wisma Stephens
Jalan Raja Chulan
50200 Kuala Lumpur

Tel: 03 2489061/9150

Products

Arms and Defence Systems

16. Jauhari Enterprises Sdn Bhd
31st Floor, Menara Tun Razak
Jalan Raja Laut
50350 Kuala Lumpur

Tel: 03 2936113
Fax: 03 2935325

Services and Products

Representation for aviation services companies. Shipborne landing systems for helicopters.

Representation

Spar Aerospace Ltd (Ontario)
Indal Technologies Inc. (Ontario)
Antek Testware Ltd (Alberta)

APPENDIX C

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